



*To speak with an
ENERGY STAR
Representative,
call the toll free
ENERGY STAR
Hotline at
1-888-STAR YES
(1-888-782-7937)
or contact:*

*Director
ENERGY STAR
Buildings
US EPA (6202J)
401 M Street, SW
Washington, DC
20460*

*HTTP://www.epa.
gov/buildings*

AN ENERGY STAR BUILDINGSSM AND GREEN LIGHTS[®] CASE STUDY FOR Mobil Corporation

Project Director
Fred Schoenbam

Partner Since
1995

Total Committed
Square Footage
8,472,900

Location
Fairfax, VA

*"This voluntary partnership has
helped us formulate an energy
management plan that is result-
ing in \$77 million in annual
savings worldwide."*

– Fred Schoenbam



Mobil Corporation, the fourth largest oil company in the world, has long held the belief that energy costs are controllable and can be managed with the same expertise that is used to manage any other part of business.

In 1990, Mobil facility managers identified energy management as a target for savings because energy bills were a large part of their cost structure. After attending a Green Lights[®] workshop, Global Facility & Energy Management Coordinator Fred Schoeneborn recognized Green Lights as a natural fit to launch Mobil's voluntary energy management efforts. Green Lights fit their corporate philosophy of using energy responsibly and as cost-effectively as possible. Mobil joined Green Lights because they saw the potential for savings and felt it was a good business decision.

Mobil's success with Green Lights was rapid. The company's pilot project realized a payback in a year and a half and, as a result, Mobil joined Green Lights

		Progress to Date
Project Costs	Total Expenditures	\$1,182,354
	Dollars Per Square Foot	\$3.95
	Total Square Footage Upgraded	299,330
	Percent Upgraded	xx%
Cost Savings	Annual Dollar Savings	\$224,500
	Dollar Savings Per Square Foot	\$0.75
	Internal Rate of Return (IRR)	19%
Energy Savings	Annual kWh Savings	7,224,567
Pollution Prevention	Annual Carbon Dioxide (lbs.)	103 million
	Equivalent Cars off the Road	10,300
	Equivalent Acres of Trees Planted	xxxx





as a corporation in 1992. After upgrading their facilities with energy efficient lights and ballasts, and achieving considerable savings, the company joined ENERGY STAR BuildingsSM in 1995.

Mobil has utilized the resources offered by ENERGY STAR Buildings with remarkable success. The goal of Mobil's Energy Management Program has been to reduce energy costs by \$125 million over five years. After installing such energy-efficient measures as window films, variable speed drives on fans, and two speed cooling systems, the company began to see considerable savings. In 1995, the energy management network achieved savings of 22.4 million. In 1996, the network achieved an additional \$28.1 million in energy savings. At present, Mobil has cumulatively saved over \$70 million.

In recognition of their outstanding achievements in energy efficiency, Mobil Corporation has received many awards and was most recently named the 1998 ENERGY STAR Buildings Corporation Partner of the Year. Mobil is pleased with its energy-efficiency successes and credits its partnership with EPA which they call a true partnership with common objectives that is good for both the environment and Mobil shareholders.